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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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MAY 1985 BILLINGS FOR COMMERCIAL HEAT TREATERS ARE UP 5.5% OVER MAY 1984 TOTAL

The May 1985 total was $42.1 million. Sales for May 1984 amounted to $39.9 million.

For the year-to-date, 1985 billings have reached $202.7 million, up 7.5% from the 1984 figure of $188.6 million.

Seven out of nine MTI districts show improvement over May 1984's sales as well as in year-to-date performance.

A summary of percentage change by geographic regions follows:

	District	May 85 vs. May 84	Total 1985 vs. 1984
1	New England (MA-RI-CT)	6.4	16.2
2	Middle Atlantic (NY-NJ-E.PA-MD)	7.8	7.7
3	South Central (W.PA-OH-IN-KY)	3.9	5.8
4	Michigan	9.1	8.0
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	-4.0	-2.4
6	North Central (IL-WI-MN-MO-IA)	-8.2	-4.3
7	Pacific Coast (CA-AZ-ORE-WASH)	15.1	15.4
8	Southwest (TX-OK-AR-CO-LA-UT)	11.9	21.8
9	Canada	24.1	20.0

Note: Beginning in April, 1985, District 9 is now composed of Canadian Metal Treating Companies. Northern California, Oregon and Washington companies formerly in District 9 are now in District 7. Canadian companies formerly in Districts 2 and 4 are now found in District 9.

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

MAY, 1985

BILLINGS FOR MONTH

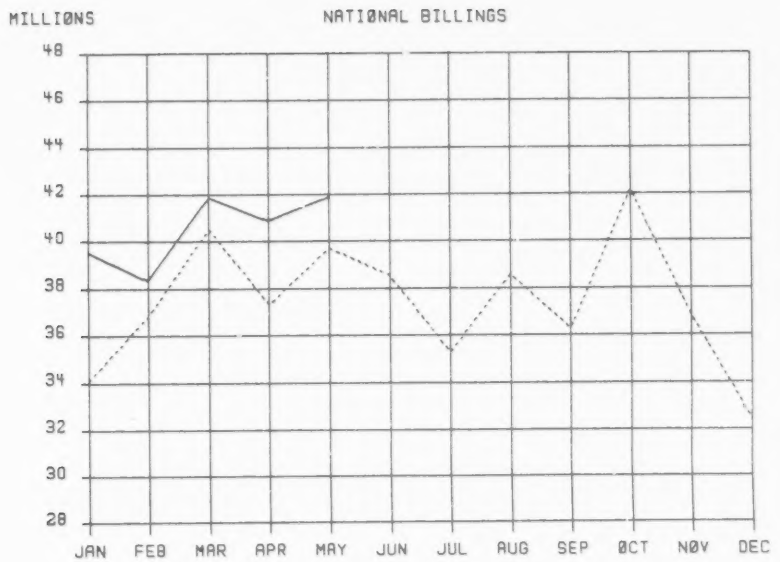
	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1984	1985	%	1984	1985
Total	300	39858.3	42070.2	5.5	100.0	100.0
Dist. 1	17	2371.7	2524.7	6.4	6.0	6.0
Dist. 2	39	4705.3	5072.0	7.8	11.8	12.1
Dist. 3	59	6782.8	7050.3	3.9	17.0	16.8
Dist. 4	30	6078.2	6630.5	9.1	15.2	15.8
Dist. 5	23	1625.9	1561.5	-4.0	4.1	3.7
Dist. 6	46	8254.4	7580.9	-8.2	20.7	18.0
Dist. 7	28	5315.7	6147.7	15.7	13.3	14.6
Dist. 8	27	2948.6	3299.7	11.9	7.4	7.8
Dist. 9	9	1775.5	2202.9	24.1	4.5	5.2
Foreign	22					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1984	1985	%	1984	1985
Total	188593.1	202676.1	7.5	100.0	100.0
Dist. 1	10585.8	12297.7	16.2	5.6	6.1
Dist. 2	22483.2	24210.2	7.7	11.9	11.9
Dist. 3	32118.3	33985.5	5.8	17.0	16.8
Dist. 4	30349.3	32778.3	8.0	16.1	16.2
Dist. 5	7520.1	7336.9	-2.4	4.0	3.6
Dist. 6	39672.1	37948.2	-4.3	21.0	18.7
Dist. 7	24972.0	28815.8	15.4	13.2	14.2
Dist. 8	13150.0	16013.1	21.8	7.0	7.9
Dist. 9	7742.3	9290.4	20.0	4.1	4.6

[1] Total MTI membership including firms that do not participate in monthly analysis.

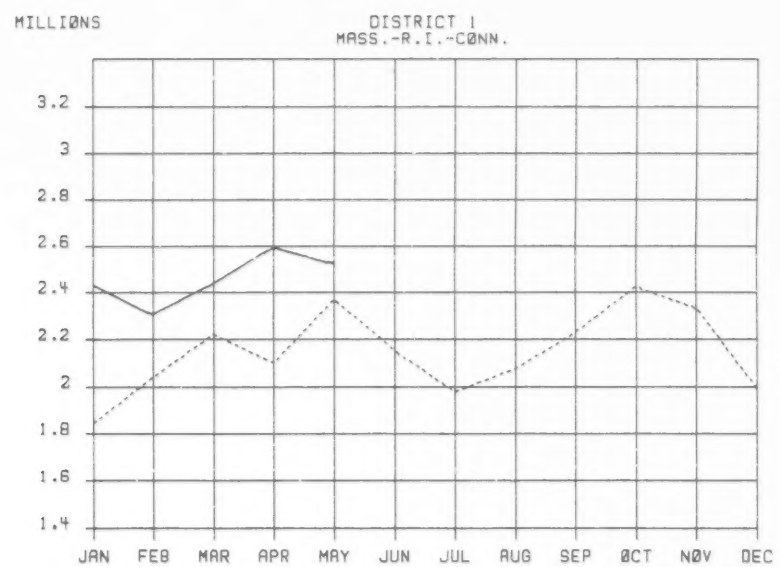
NOTE: Beginning with the April, 1985 analysis, District 9 only contains Canadian members. Districts 2 and 4 gave up Canadian members to the new District 9. District 7 gained the nonCanadian members formerly in District 9. All data for these four Districts have been reanalyzed. The tables and graphs reflect the new composition of these four districts.



1984 - - - -

1985 ———

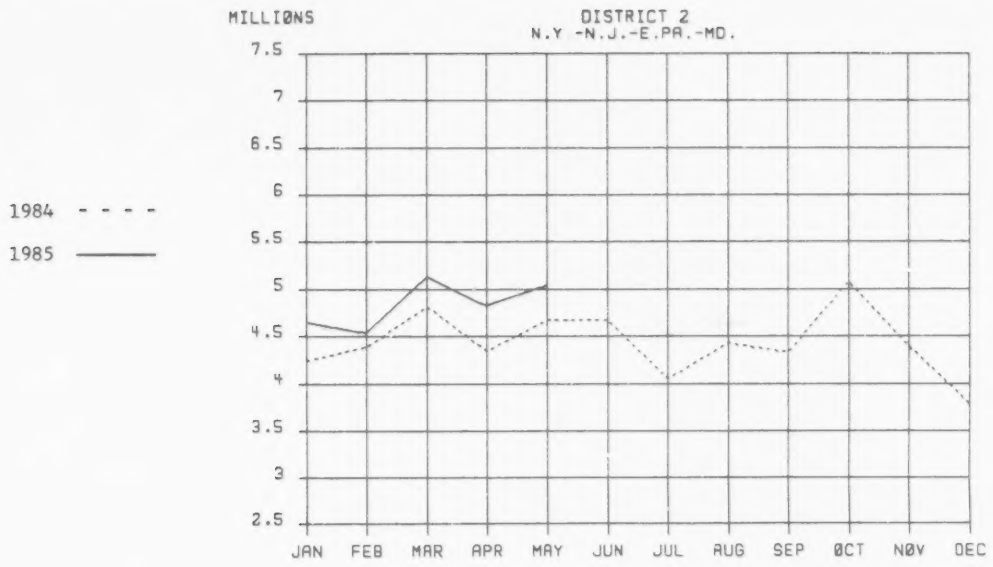
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	16.1	4.1	3.3	9.6	5.5							
% Change	Cumulative	16.1	9.9	7.5	8.0	7.5							



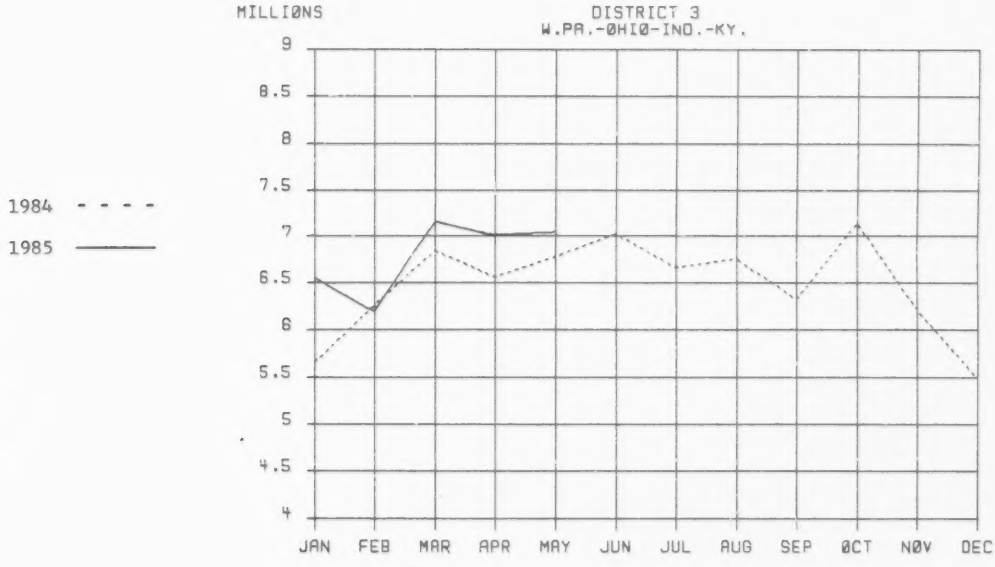
1984 - - - -

1985 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.8	12.9	9.7	23.4	6.4							
% Change	Cumulative	31.8	21.9	17.5	19.0	16.2							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	9.6	3.5	6.6	11.1	7.8							
% Change	Cumulative	9.6	6.5	6.5	7.6	7.7							



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	15.8	-1.1	4.6	7.1	3.9							
% Change	Cumulative	15.8	6.9	6.1	6.3	5.8							